

RVP Enterprise Sales

Description

An exceptional candidate would possess a results-driven and action-oriented mindset, emphasizing collaboration and empathy as a servant-leader. You will play a pivotal role in promoting excellence in execution and laying the groundwork for enterprise account expansion through existing customers and new logo acquisition. Reporting to the AVP of Enterprise Sales, this RVP will be tasked to build, manage, and scale a team of high-performing Enterprise Account Directors. The ideal leader should possess a proven track record in hiring, managing, and nurturing a high-performing team dedicated to acquiring enterprise accounts across diverse verticals and geographic locations. As part of your role, you will closely collaborate with the Marketing, Product, and Customer Success teams, fostering synergy and alignment to achieve overarching objectives. Responsibilities (what you'll do): Be strategic in selecting, onboarding, and developing Enterprise Account Directors while continuing to grow, motivate, promote, and manage the team. Define and execute strategies required to grow net new sales in existing Enterprise accounts sustainably and grow our footprint with new logo lands. Enable the team to aggressively prospect, identify, qualify, and develop the pipeline. Ensure internal cross-functional collaboration to drive customer satisfaction in Enterprise accounts. Strategically analyze industry trends and performance metrics to drive execution and accelerate results. Drive excellence in sales execution by leveraging the Pendo Value Framework. Effectively develop and monitor accurate Enterprise sales forecast. Qualifications (what you have): >4+ years experience building and managing a high-performing Enterprise SaaS sales team >7+ years of experience selling enterprise technology in a fast-growing environment. Experience building Enterprise businesses from the ground up is a must. Track record of overachievement. Must possess excellent value-based sales methodology and a high aptitude to collaborate in a decentralized environment. Must demonstrate an ability to adapt and lead in a fast-changing environment. Have implemented MEDDICC & Force management. Preferred Qualifications: Certified MEDDICC & Force Management. Pendo Description: Pendo was founded in 2013 by former product managers, who combined their heads and hearts to build something they wanted but never had as product managers — a simple way to understand and attack what truly drives product success. Our mission is to improve society's experience with software. Join one of the fastest-growing startups, supported by best-in-class institutions like Battery Ventures, Salesforce Ventures, Spark Capital and Meritech. You will gain experience in diverse, exciting technologies and clients and impact Pendo's future. Our culture is passionate, dynamic, and fun. EEOC We are an equal opportunity employer and believe having diverse teams where everyone brings their whole self to Pendo is key to our success. We welcome all people of different backgrounds, experiences, abilities and perspectives. Accessibility Pendo is committed to working with and providing access and reasonable accommodation to applicants with mental and/or physical disabilities. If you require accommodation(s) for any part of the recruitment process, please request accommodation @ pendo.io. All requests for accommodations are treated discreetly and confidentially, as practical and permitted by law. Compensation Our salary ranges are based on competitive pay for our size and industry and are one part of many compensation, benefits, and other reward opportunities we provide. The expected OTE range for this role is: US National \$326,000 - \$410,000 OTE (Split 50/50). Individual pay rate decisions, including offers made within and over the expected salary range, are based on several factors, including qualifications for the role, experience level, skillset, and balancing internal equity relative to peers at the company. #LI-BL1 #Remote Please mention the word ****WISELY**** and tag RMzQuODYuMTYzLjE1Mg== when applying to show you read the job post.

Hiring organization

Pendo

Job Location

Minneapolis, Minnesota, United States

Base Salary

\$ 50000 - \$ 105000

Date posted

May 26, 2024

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Contacts

Job listing via RemoteOK.com